rnational Merchant Purchase Authorization C
(I.M.P.A.C.)

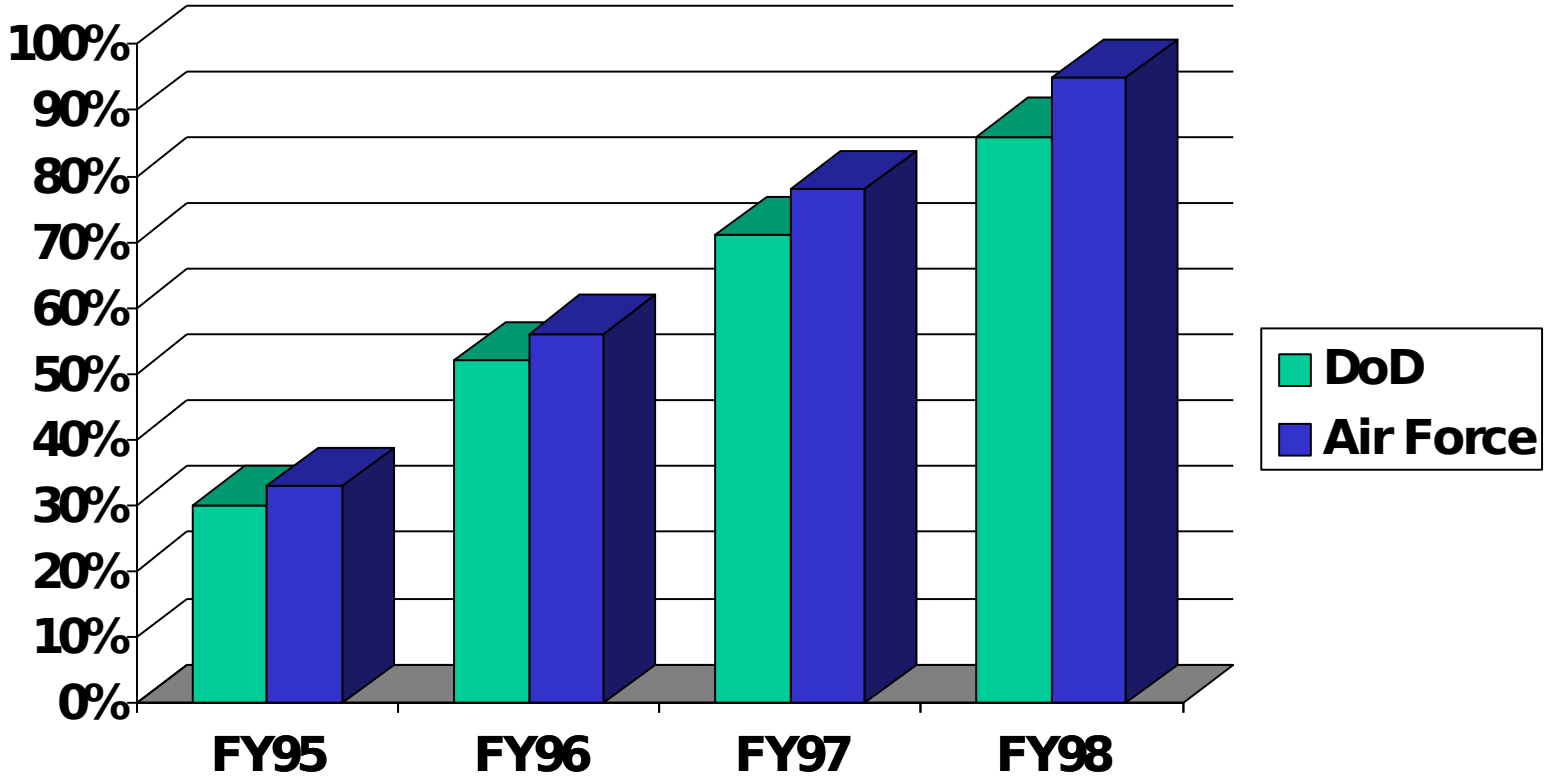
BARBARA ODGERS
Air Force
Aug 99

WARNING!!!

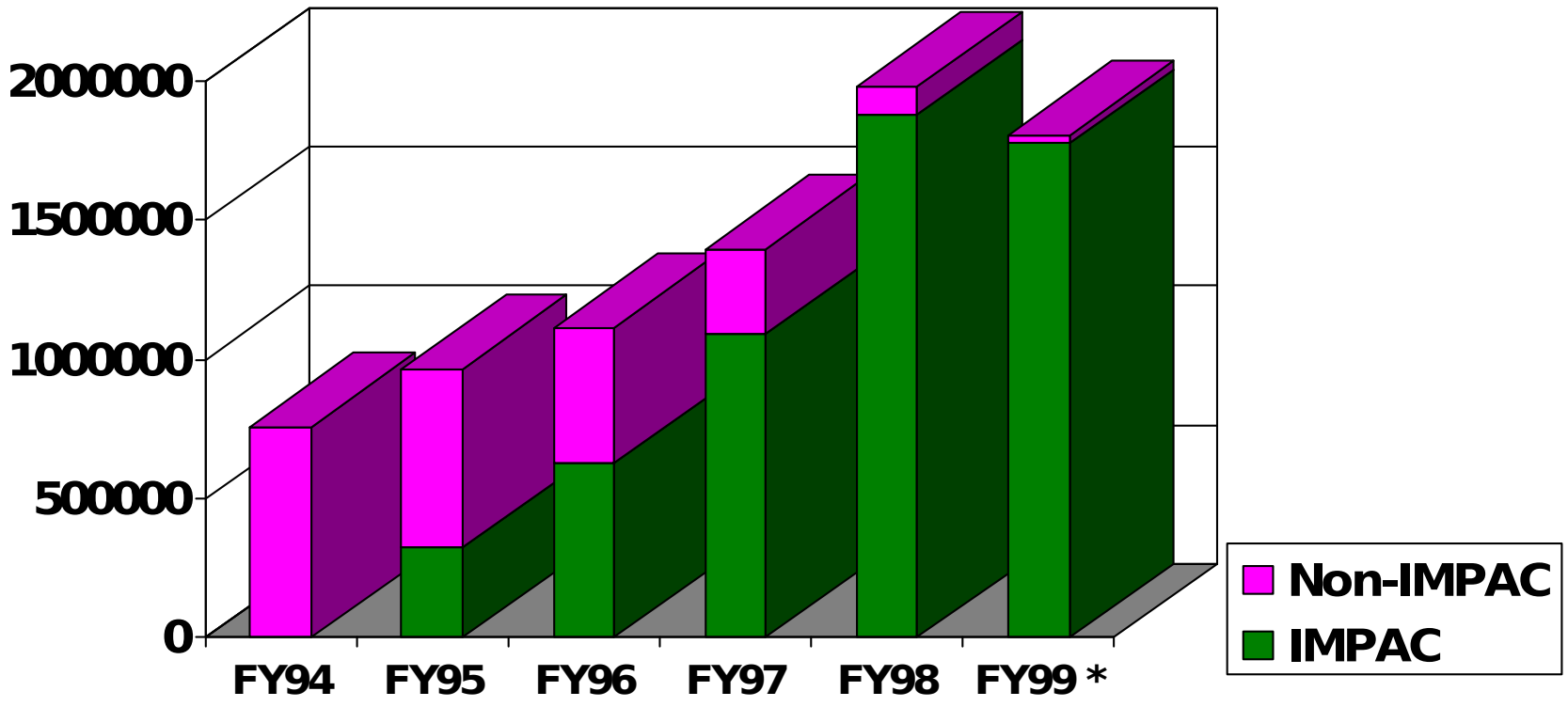
I have an attitude and I know how to use it.

Where Have We Been?

Purchase Card Use
DoD versus AF



IMPAC vs Non-IMPAC
Air Force Micropurchases
Number of Actions by FY

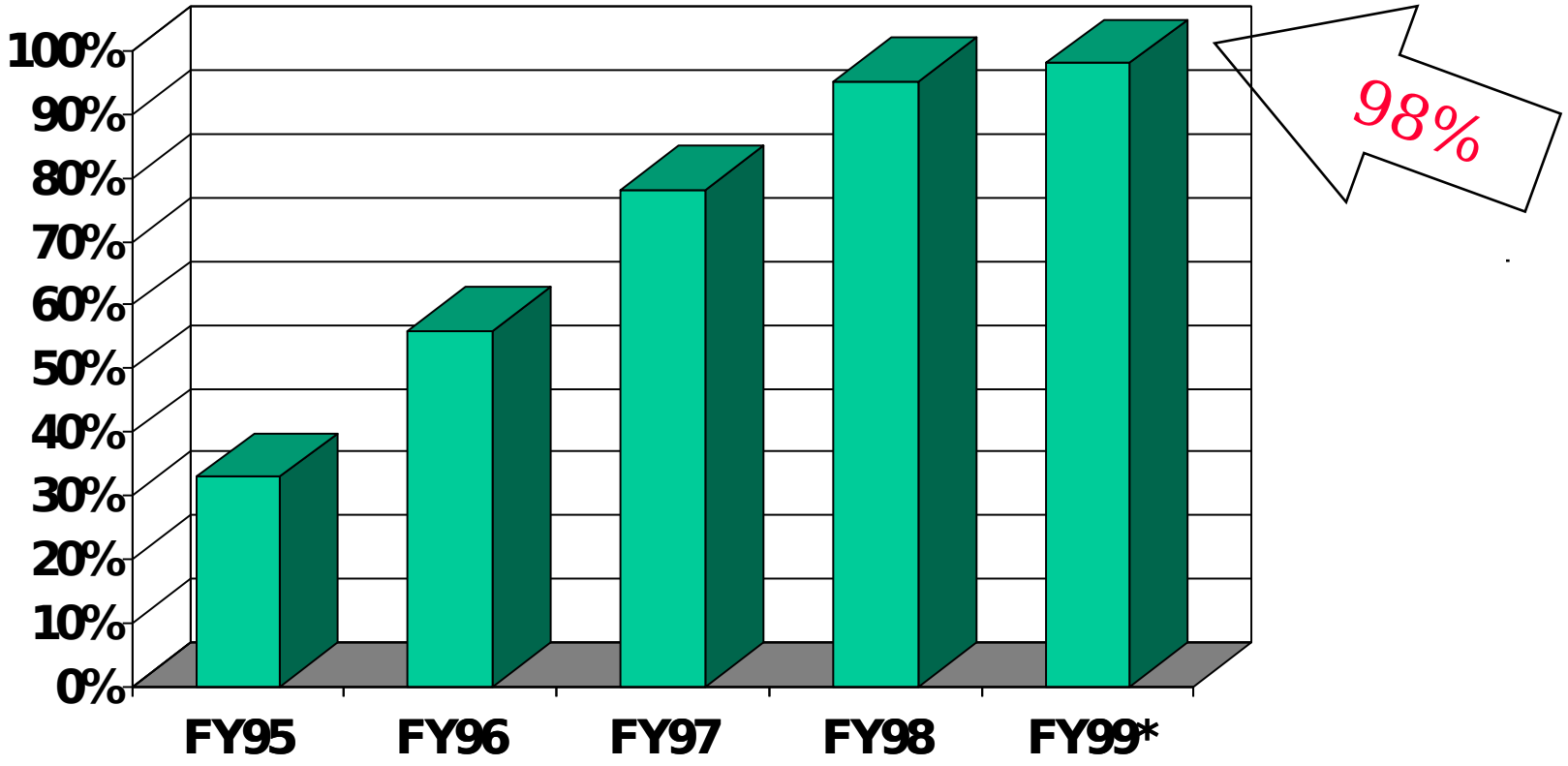


* FY99 Data as of 30 Jun 99

Where Are We Now?

Air Force IMPAC Use

Percent of Micropurchase Actions ($2,500)

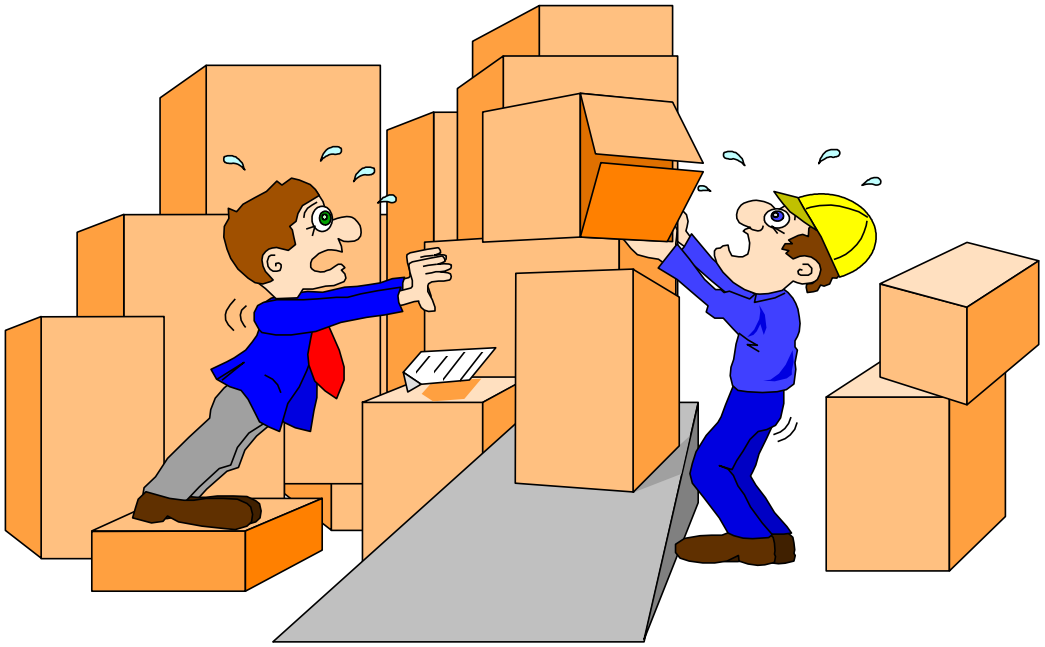


* FY99 data as of 31 Jul 99

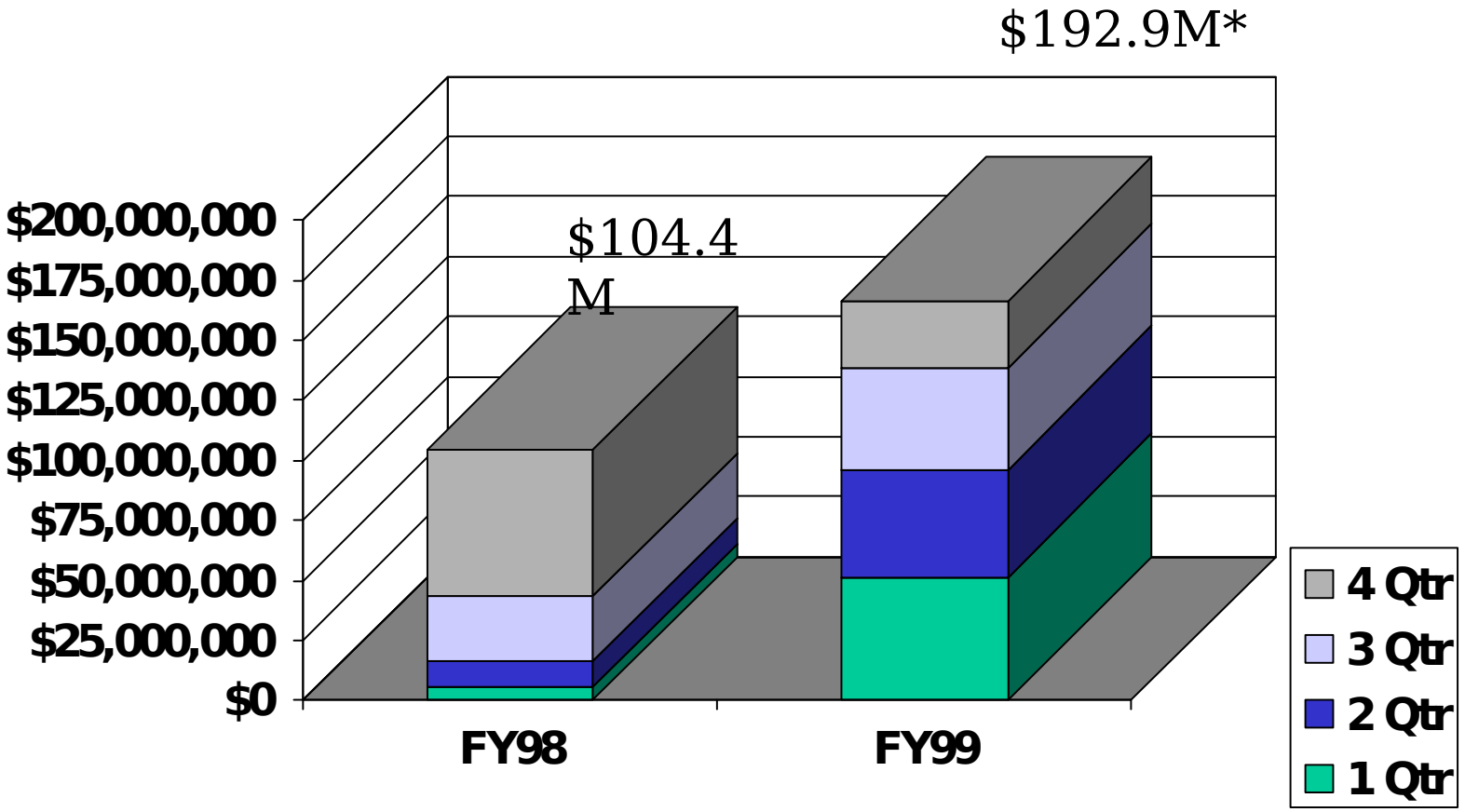
“Hi-Viz” Program

- Quarterly briefing to SECAF
- Major Topic at AF Contracting and Finance Conferences
- AF Progress Tracked Monthly at all Levels
- Realignment of Manpower in Progress at Installation Level
- Fastest Growing Procurement Program

All stressed out and no one to choke.

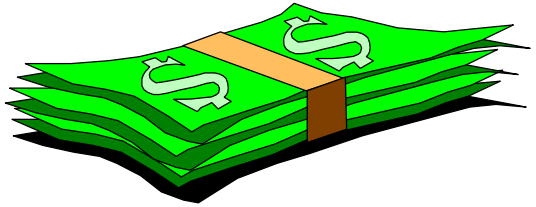


I.M.P.A.C. Payments
> $2,500

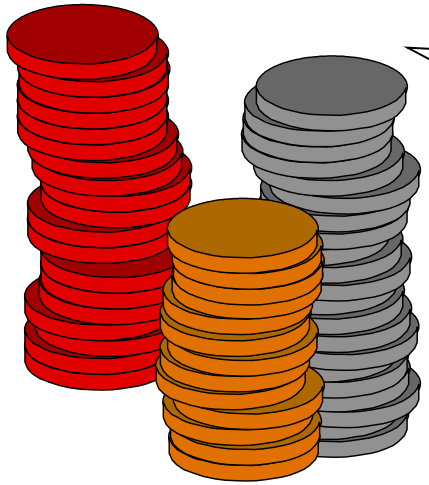


* Through 31 Jul 99

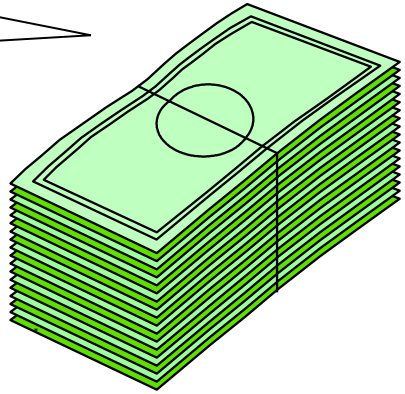
Rebate "FLASH"



AIR FORCE EARNS HIGHEST REBATES IN HISTORY IN FY99 !!!!



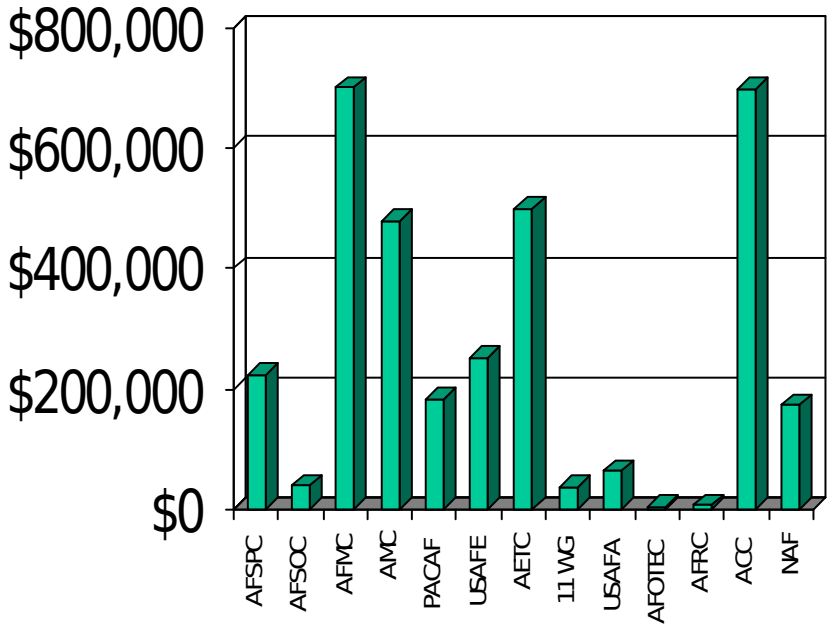
$ 3,427,580



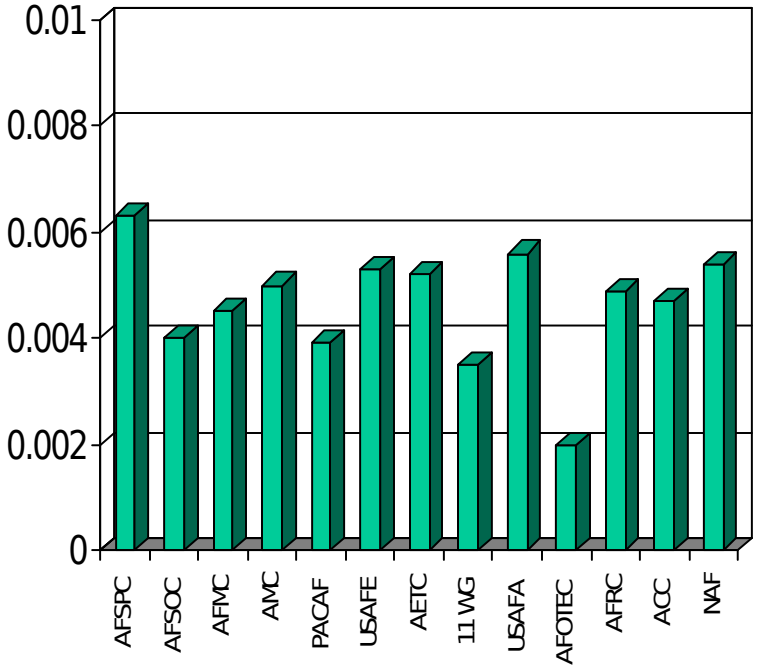
MAJCOM Purchase Card Rebates

FY99

(Dollars)

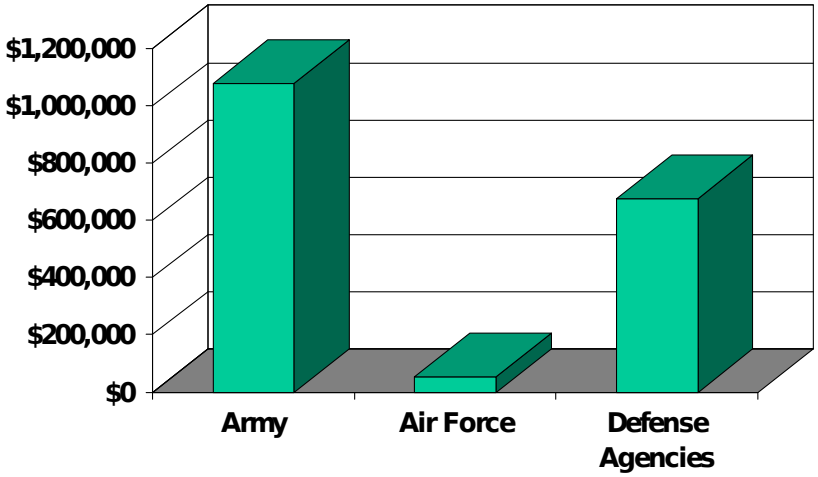


(% of Sales)

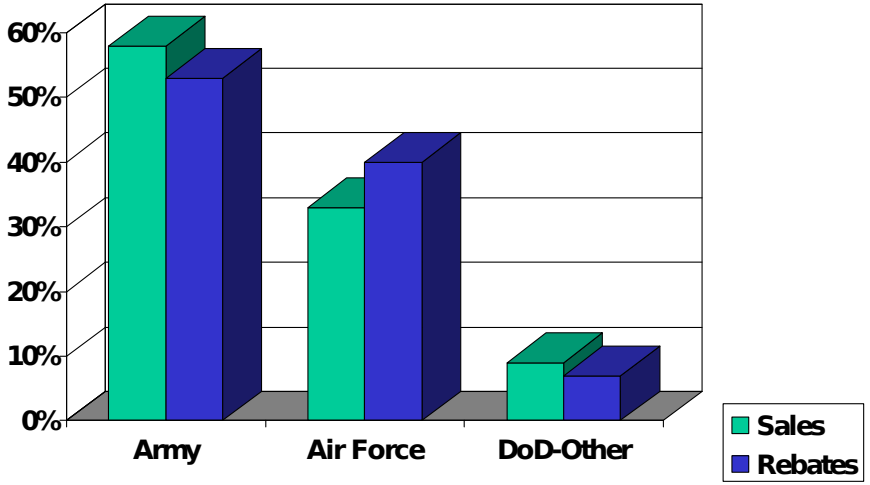


Air Force Total: $3,427,580

Delinquencies and Rebates



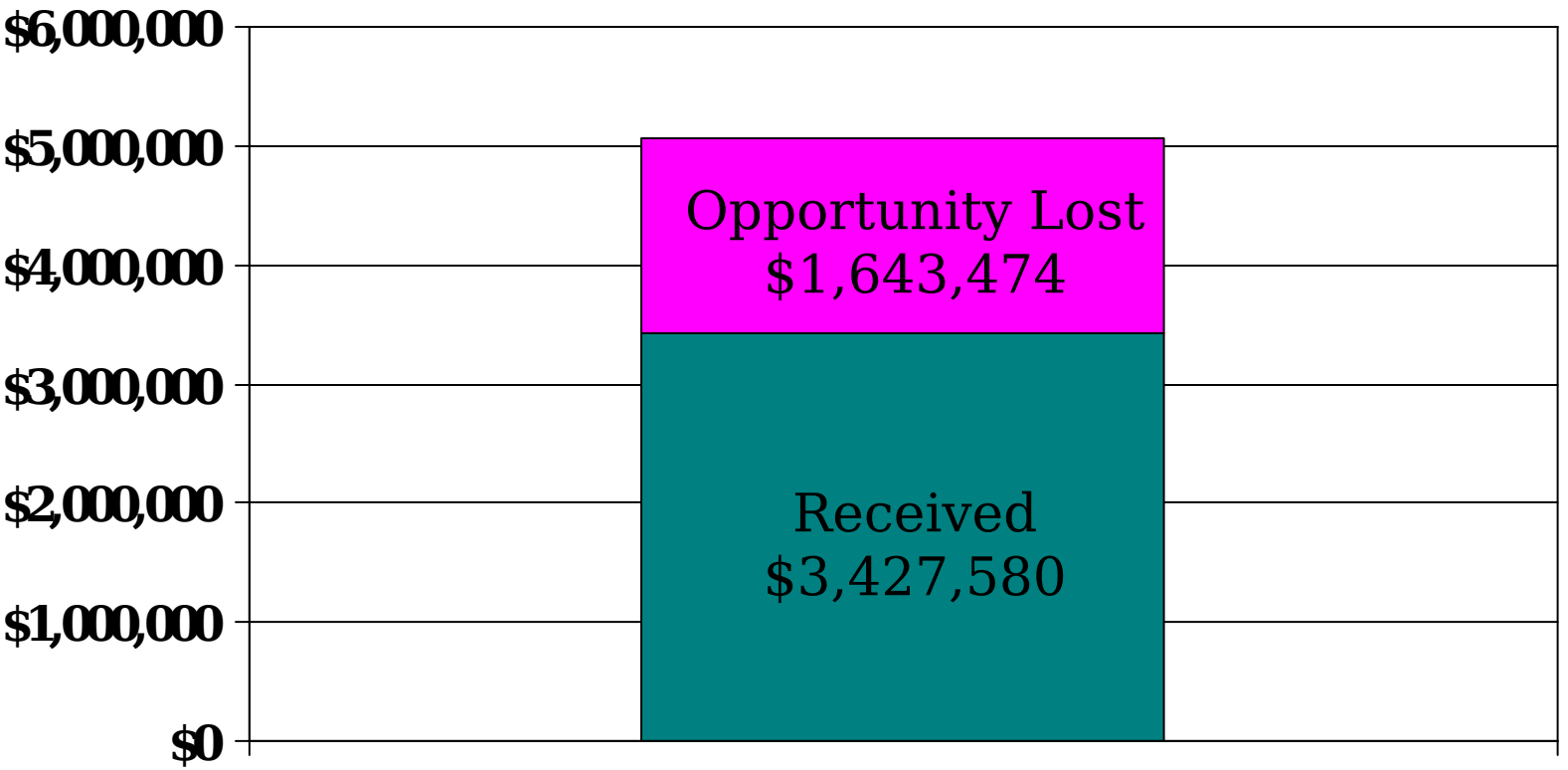
DoD
Delinquencies
(Over 60 Days)
As of 30 Jun 99



DoD Sales vs
Rebates
(Dec 98 - Jun 99)

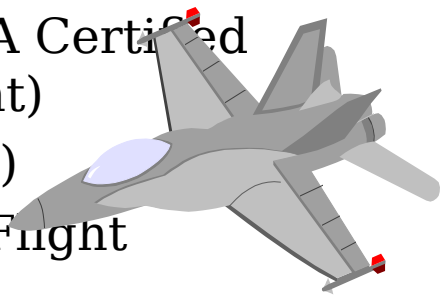
Rebate Opportunity Lost

FY99



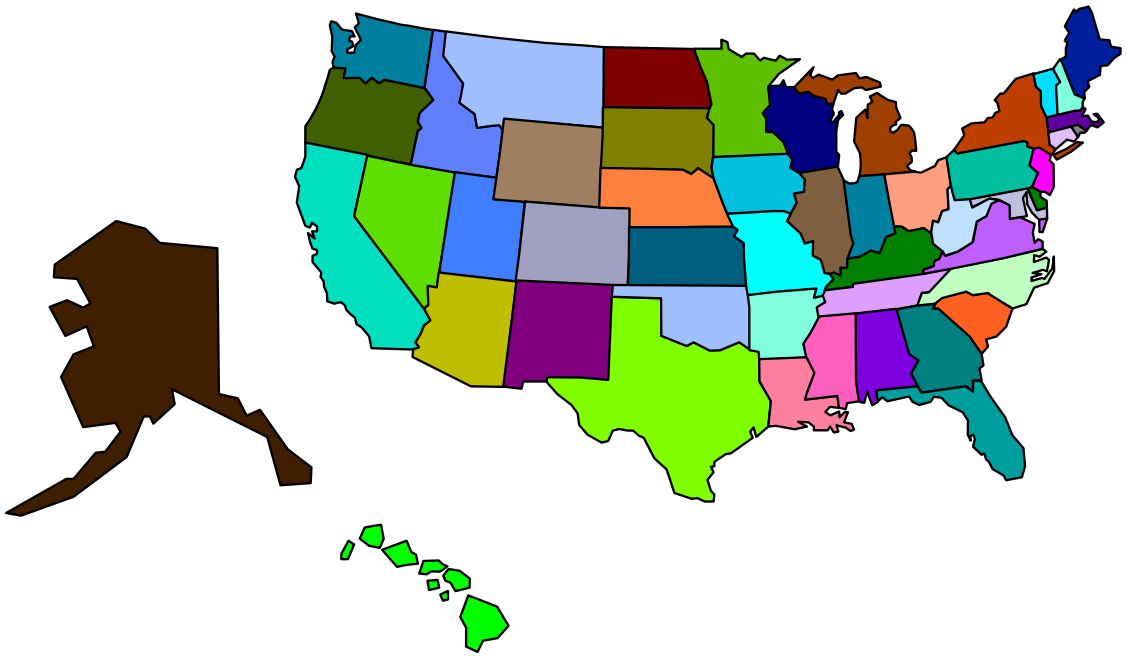
AF Purchase Card Initiative Introductory Flight Training

- T-3 Fleet Grounded for Major Aircraft Modifications (1-3 years)
  - No method to screen candidates for UPT
  - UPT washout rate at 17-18%
  - Needed timely way to get students into Introductory Flight Classes
- Backlog of 650 ROTC/Academy students awaiting training
- Students located in all 50 states
- Use of Purchase Card as payment method at FAA Certified Commercial Flight Schools (cost: $4,500/student)
- Potential Savings to Air Force: $15M/year (Est.)
  - Annual Cost of T-3 Program vs. Commercial Flight Training
- Decreased Washout Rate = More Qualified Pilots



Don’t Mess With Me.

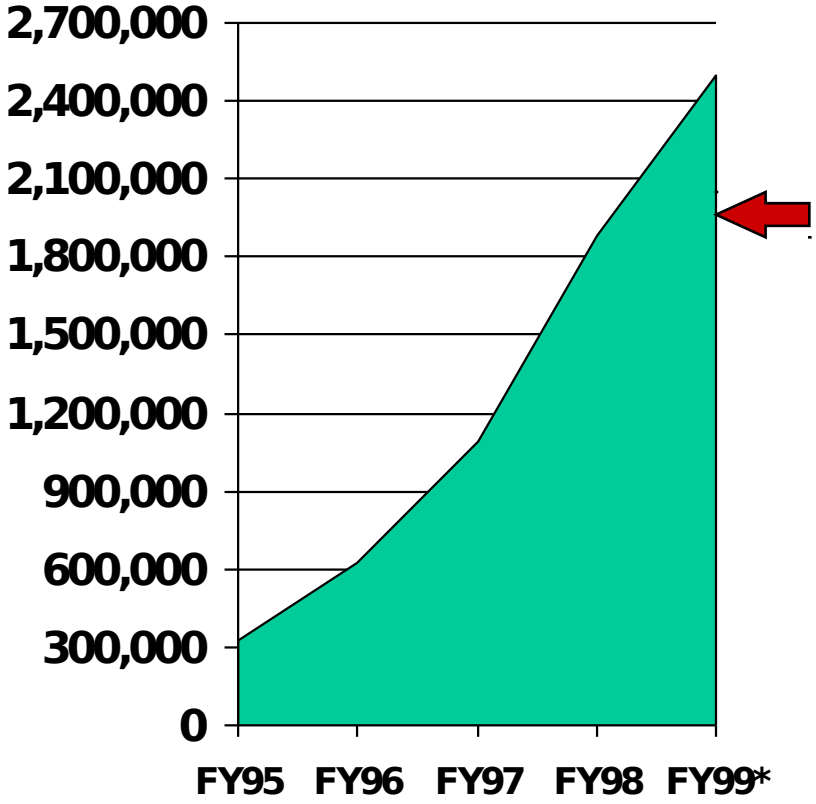
’m running out of places to hides the bodies.



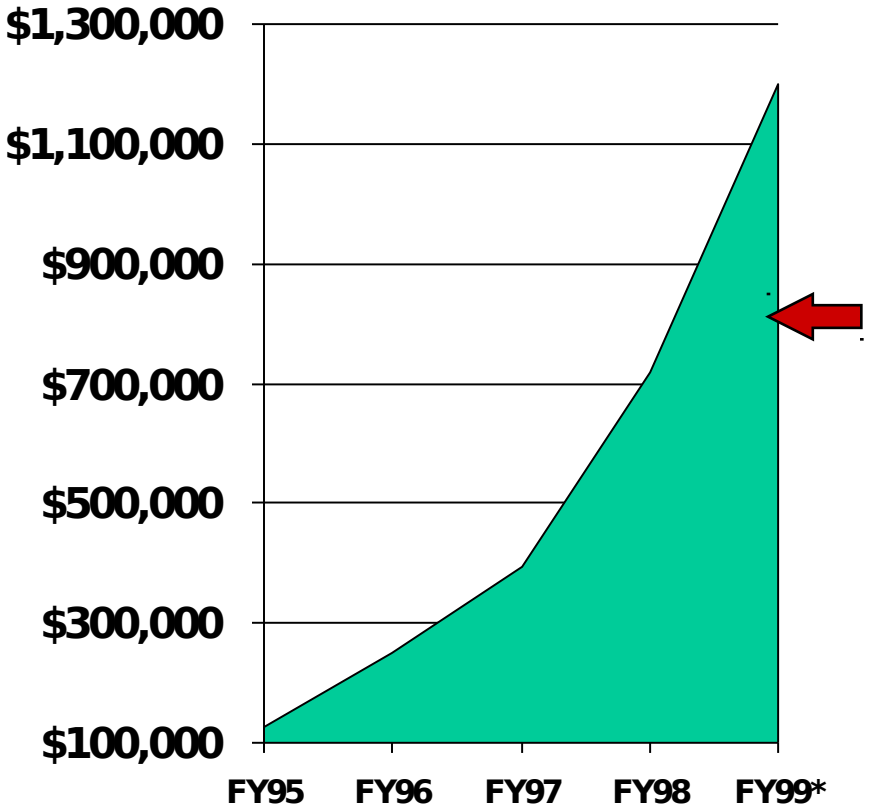
Where Are We Going?

Air Force Purchase Card Program

Purchases



$$ Purchases (000)

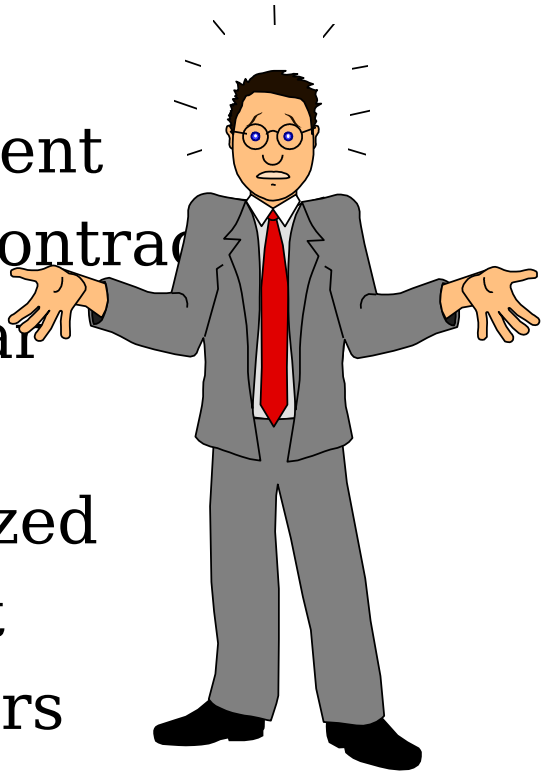


72,154 Cardholders Air Force-wide ← 31 Jul

*Estimated

Open Issues Being Worked

- Overseas Card Use to $25K
  - FAR Case out for public comment
- Payment Mechanism for Large Contrac
  - Centrally managed, high dollar
  - Test in progress
- Policy for card use being formalized
  - Air Force Instruction in Draft
- SmartPay card use by Contractors
  - Cost-Reimbursement, Base Support



Air Force Goals

- Expand Use of Card as a Payment Mechanism on Contracts
- Refine Internal Processes to Maximize Rebates

Air Force I.M.P.A.C.

- Great Team of Dedicated Folks
  - High Energy, High Enthusiasm
- Fast Paced Program, Rapid Growth
- Cross-Functional Perspective
- Contingency/Exercise Support
  - “We Never Get Deployed Without It”

I used to be schizophrenic,
but,
we're OK now.

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(I.M.P.A.C.)

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Air Force
Aug 99